

EXHIBIT C

Managerial and Technical Resources

OFFICIAL FILE

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Exhibit No. 31

Witness Chymin W. Jachowski

Date 9/19/02 Reporter CK

Bob Stallman

President, American Farm Bureau Federation

Bob Stallman, a rice grower from Columbus, Texas, is serving his first term as president of the American Farm Bureau Federation, the nation's largest and most influential general farm organization. The 11th president in the organization's 81-year history, Mr. Stallman was elected president on January 13, 2000. He is the first AFBF president to hail from the Lone Star State.

Prior to becoming AFBF President, Mr. Stallman was president of the Texas Farm Bureau, a position he held since 1993. He also served on AFBF's board of directors since 1994.

Mr. Stallman served on various committees and boards during his tenure on the AFBF board of directors, including chairman of the Audit Committee and chairman of the 1998 Farm Economy Committee. He also sat on the International Trade Advisory Committee.

A third-generation farmer, Mr. Stallman also has been selected to serve on various state and federal committees. In 1996, Texas Gov. George W. Bush appointed Mr. Stallman to the Citizen's Committee on Property Tax Relief. That same year, Mr. Stallman was appointed by then-House Agriculture Committee Chairman Pat Roberts to the Commission on 21st Century Production Agriculture, a panel that is conducting extensive hearings on future farm policy alternatives.

Mr. Stallman was the recipient of the Texas A&M "Friend of Agriculture" award in 1999. In 1986, he was chosen "Man of the Year in Agriculture" by the Columbus (Texas) Rotary Club.

A 1974 honors graduate of the University of Texas, Mr. Stallman began farming in 1975. He quickly assumed leadership roles with Farm Bureau, joining the board of directors of the Colorado County (Texas) Farm Bureau in 1977. He eventually served in all officer positions for Colorado County Farm Bureau, including president.

He is a member of the Texas A&M College of Agriculture Development Council and a life member of the University of Texas Ex-Students' Association. He has served as co-chairman and sits on the executive committee of the Texas Agriculture Summit. He also served on the executive committee of the Texas Rice Task Force.

A member of St. Paul's Lutheran Church in Columbus, Texas, Mr. Stallman has two daughters, Angela, a registered nurse in Temple, Texas; and Kimberly, a student at the University of Houston.

RICHARD D. HARRIS

Chief Administrative Officer & Secretary-Treasurer

Richard D. Harris was elected by the American Farm Bureau Federation's board of directors in March 2000 to the newly created position of Chief Administrative Officer and Secretary/Treasurer, consolidating several former officer positions. He is also secretary/treasurer of AFBF's affiliated companies.

For more than three years prior to joining AFBF, Mr. Harris was Executive Director and Secretary/Treasurer of the Iowa Farm Bureau Federation and Senior Vice President/Secretary-Treasurer of that organization's affiliated insurance company.

Harris began his career with Iowa Farm Bureau in 1968 as a county fieldman. He also served as Director of Field Services, Director of Public Affairs and Administrative Director.

A native of Greenfield, Iowa, Mr. Harris has been active in many civic and professional organizations. He is married, and has three children and three grandchildren.

March 23, 2000

Steve Appel

Vice President, American Farm Bureau Federation

Steve Appel was elected vice president of the American Farm Bureau Federation on Jan. 10, 2001. Mr. Appel, a wheat and barley grower from Whitman County, Wash., also serves as president of the Washington State Farm Bureau.

Mr. Appel became active in Farm Bureau in 1974, serving as chairman of the Whitman County (Wash.) Farm Bureau Young Farmers and Ranchers Committee. He later served three terms as president of the Whitman County Farm Bureau.

Mr. Appel was elected to the board of directors of the Washington State Farm Bureau in 1987, and later served as first and second vice president. He was first elected state president in 1994.

By being elected AFBF vice president, Mr. Appel is the first farmer from the Pacific Northwest to serve as an officer of the organization. As vice president, Mr. Appel also serves on the AFBF executive board and board of directors. He serves as a member of the Farm Bureau Bank board and is a past chair of the AFBF trade advisory committee.

Mr. Appel is a graduate of Washington State University.

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C. DAVID MAYFIELD
Corporate Secretary and Associate General Counsel
American Farm Bureau Federation

C. David Mayfield, a member of the American Farm Bureau Federation's legal staff since March, 1971, serves as Corporate Secretary for the Federation and its affiliated companies.

A native of Illinois, Mayfield received his B.A. degree from DePauw University in 1967 and his J.D. degree from the University of Nebraska in 1970.

Prior to joining the American Farm Bureau Federation staff, he worked for the Illinois State Legislative Reference Bureau. His father, the late Charles S. Mayfield, was secretary of organization and later secretary of the Illinois Farm Bureau.

Mayfield is married and has four daughters and one grand daughter and lives in Hawthorn Woods, Ill., a suburb of Chicago.

March 2001

JOHN PALMER
Operations Manager
American Farm Bureau, Inc.

John has been working for American Farm Bureau, Inc. for the last eight years. His duties and responsibilities include, but are not limited to, the following:

- (1) Handles all information technology-related aspects to Farm Bureau, Inc.;
- (2) Handles all screening/transferring call records as they arrive from vendors; and
- (3) Administers all internetworking and intranetworking of Farm Bureau, Inc., including database management and hardware.

His day-to-day activities also include server management and software development.

JUDY TUYTENS

Customer Service Manager
American Farm Bureau, Inc.

Judy has 15 years of customer service experience and five years in management. Her duties and responsibilities include, but are not limited to, the following:

- (1) oversees all staffing requirements for the customer service representative;
- (2) trains customer service representatives; and
- (3) she is first in line for:
 - (a) management customer care;
 - (b) troubleshooting/trend analysis; and
 - (c) LEC issues.

MARK KROLOKOWSKI
Director of Operations
American Farm Bureau, Inc.

Mark has worked for American Farm Bureau, Inc. for seven years. His duties and responsibilities include, but are not limited to, the following:

- (1) oversees and manages all information service functions;
- (2) oversees and manages customer service;
- (3) interfaces primary LEC relations;
- (4) oversees and manages all customer and vendor billing;
- (5) maintains operational relationships with all vendors; and
- (6) ensures proper implementation of new products.